



Local Producer Loan Program

..... *Pilot Stage*

Whole Foods Market aims to:

- Work with local producers to expand the availability of quality, local, differentiated products for our customers
- Support the communities in which Whole Foods Market does business
- Strengthen the partnership between Whole Foods Market and local producers
- Reinforce the Whole Foods Market value of environmental sustainability

How:

- Loan up to \$10 million annually to independent local producers
- Minimize fees, interest rates and paperwork
- Begin with a Pilot Program and refine the process over time
- Applications accepted on a rolling basis

Eligibility:

- Must meet Whole Foods Market's Quality Standards
- Use funds for expansion and capital expenditures (e.g., buy more animals, invest in new equipment/infrastructure, or expand crops), not operating expenses
- All meat or dairy producers must meet Whole Foods Market's Animal Compassionate standards
- Have adequate cash flow to service debt and a viable business plan
- An existing relationship with Whole Foods Market is a plus

Loan Terms:

- Loan amounts targeted between \$1,000 and \$100,000
- Loan amount not greater than 80% of total project cost
- Interest rate based on Prime Rate (currently 8.25%) with current range of 5% to 9%
- Term and repayment of loan tied to life of asset financed
- Whole Foods maintains first lien position on asset financed
- Monthly payments required after termination of any grace period
- No penalty for early repayment
- \$65 processing fee to cover administrative expenses, including obtaining a credit report
- Approval and terms dependent primarily on risk assessment, type of product, and use of proceeds
- Execution of a local supplier agreement required
- Producer may apply for additional financing if initial loan in good standing after one year

Contacts:

For an application, talk to your Whole Foods Market contact or see our website at <http://www.wholefoodsmarket.com/products/locallygrown/lplp/index.html>. For general information, please email LPLP@wholefoods.com or call (512) 542-0895. **Thanks!**

